

Welcome!

Department of General Services

David E. Dise
Director



Office of Business Relations and Compliance

Kenneth R. Taylor, Jr.
Manager

**MONTGOMERY COUNTY'S
Local Small Business Reserve Program**

MONTGOMERY COUNTY'S
Office of Business Relations and Compliance

KEY RESPONSIBILITIES

- **Minority, Female and Disabled (MFD) Person's Program**
- **Local Small Business Reserve Program (LSBRP)**
- **WAGE (Living) Law**
- **Prevailing WAGE Law**
- **Equal Benefits Law**
- **Resolve Business Community Concerns**

Opportunities for Small Businesses



MONTGOMERY COUNTY'S
Local Small Business Reserve Program

MONTGOMERY COUNTY'S Local Small Business Reserve Program

ACTION PLAN

July 1,
2008



County Executive Isiah Leggett announces a partial reorganization of county government agencies to improve effectiveness and efficiency and to enhance responsiveness. This reorganization created the **Department of General Services.**

December 18, 2008

An **11-Point Plan** to maintain and stimulate the vitality of Montgomery County's economy is announced by County Executive Isiah Leggett.

April 28, 2009

Montgomery County Council enacts the **Local Small Business Reserve Bill #3-09.**

April 30, 2009

County Executive Leggett signs **Executive Regulation #2-09.**

MONTGOMERY COUNTY'S
Local Small Business Reserve Program

ACTION PLAN



March 16, 2010

Montgomery County Council enacts
**Bill 45-09, Contracts and Procurement
Amendments.**

March 23, 2010

County Executive Leggett announces
Montgomery County Council
approval of **Executive Regulation
#19-09AM**. This measure revises the
county's procurement regulations and
eases the process for businesses
to respond to contracting
opportunities with County agencies.



Text Version

November 24, 2009

MONTGOMERY COUNTY MARYLAND
montgomerycountymd.gov



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Leggett Announces Eleven Point Package to Aid County Businesses Caught in Recession



Montgomery County Executive Isiah Leggett (center) was joined by County Councilmembers and business representatives as he announced an economic stimulus program designed to preserve jobs and ease some burdens on local businesses suffering from the national economic downturn. Pictured are (from left to right) Ginanne Italiano, director of the Bethesda-Chevy Chase Chamber of Commerce, County Council President Phil Andrews and Councilmembers Duchy Trachtenberg, Nancy Floreen and George Leventhal. See [Press Release](#) for more info.

LSBRP BILL 3-09

The new legislation increased the County's spending goal with local businesses from 10% to 20% and limited exemptions.



MONTGOMERY COUNTY'S Local Small Business Reserve Program



Executive Regulation 2-09

Increased the employee complement and annual revenue thresholds for LSBRP businesses, allowing current businesses to expand, and welcomed new businesses with specialized skills and abilities.

MONTGOMERY COUNTY'S Local Small Business Reserve Program

DEPARTMENTS AND AGENCIES

Board of Appeals
Board of Elections
Circuit Court
Commission for Women
Office of Community Use of Public Facilities
Office of Human Resources
Department of Environmental Protection
Department of Finance
Department of Fire/Rescue Services
Department of Health & Human Services
Department of Homeland Security
Department of Housing & Community Affairs
Department of Liquor Control
Department of Permitting Services
Department of Police
Department of General Services
Department of Recreation
Department of Technology Services
Merit System Protection Board

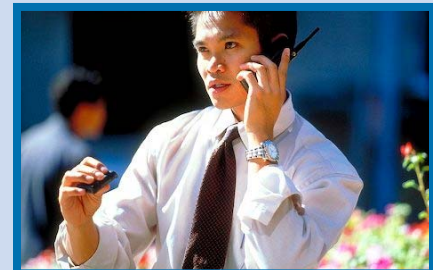
Montgomery County Council
Montgomery County Ethics Commission
Montgomery County Public Libraries
Montgomery County Sheriff's Office
Department of Economic Development
Department of Correction & Rehabilitation
Office of Human Rights
Office of Inspector General
Office of Intergovernmental Relations
Office of Legislative Oversight
Office of Management & Budget
Office of Procurement
Office of Public Information
Office of the County Attorney
Office of the County Executive
Office of the People's Counsel
Office of the State's Attorney
Office of Zoning & Administrative Hearings

MONTGOMERY COUNTY'S
Local Small Business Reserve Program

ELIGIBILITY THRESHOLDS

NEW Size and Sales Eligibility*

Type of Business	Employee Limit		Prior 3 Years' Average Sales	Compliance Requirement
Retail	30	or	\$5 million	Wage-MFD
Wholesale	30		\$5 million	Wage-MFD
Service	50		\$5 million	Wage-MFD
Construction	50		\$14 million	Prevailing-MFD
Manufacturing	40		\$14 million	Wage-MFD



MONTGOMERY COUNTY'S
Local Small Business Reserve Program

BILL 45-09 CONTRACTS & PROCUREMENT AMENDMENTS

Direct Purchases
was \$5,000 and under
now \$10,000 and under

**Minority, Female and Disabled
Persons (MFD) Program**

has been expanded to include additional certifications programs. This expansion increases contracting opportunities for local and minority-owned businesses.

**Informal
Solicitations**
was \$5,000
to \$24,999

**now \$10,000 and
under \$99,999**

**Formal
Solicitations**
was \$25,000
and above

**now \$100,000
and above**

Departments

can now make direct purchases under \$10,000 with **local and minority-owned businesses** even if an existing requirements contract is in place. This change provides departments an additional opportunity to utilize more local and minority-owned businesses.

Expanding the Competition



Unbundle current contracts

Review bridge contracts for LSBRP solicitations

Review legacy contracts

Increase the number of LSBRP contracts

Remove artificial barriers

Targeted recruiting

Leveraging for economic inclusion

Create subcontracting and joint venture opportunities

Contract amendments

MONTGOMERY COUNTY'S Local Small Business Reserve Program

BENEFITS OF PARTICIPATION

A level playing field: Competition is limited to small businesses of similar size or revenue base

Fuel for the county's economy: Participation strengthens the small business engine that drives the local economy

Job protection: Participation supports and increases the stability of the County's employment base



MONTGOMERY COUNTY'S

Local Small Business Reserve Program

Home

Do I Qualify?

Register

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Resources



In Montgomery County, we've responded aggressively to the current economic downturn to maintain the vitality of our local economy. In December 2008, I announced [economic stimulus](#) measures that included 11 action items to sustain and enhance the viability of the business community. Nearly 95% of Montgomery County's companies are considered small businesses. Together, they are a strong and powerful engine that drives our economy. The newly enacted Local Small Business Reserve Program (LSBRP) is one measure that will keep our economic engine running. Under this program, Montgomery County's departments and agencies have made a commitment to allocate 20% of their purchases of goods and services for the small business community. Passage of the Local Small Business Reserve Program ([Bill 3-09](#)) was the result of cooperation between my office, members of the County Council and stakeholders in the business community. It is gratifying that through collaboration we have come together to take a positive step towards ensuring our economic security. Please take a few minutes to read the related information, and register if your business is eligible for the program.

Isiah Leggett, County Executive



Get Newsletter



Local Small Business Contracting Opportunities

Opportunity 1

0506020606 - Weather Forecasting and Monitoring Services

Montgomery County Government through the Office of Procurement has issued an LSBRP solicitation for Weather Forecasting and Monitoring Services. The closing date for this solicitation is **June 25, 2010, at 5:00 PM.**

The scope of summary is as follows:

MCDOT's Division of Highway Services is seeking two (2) Weather Forecasting and Monitoring firms to provide weather forecasting and monitoring services to the County. Please contact Steve Suprata with questions or to receive a copy of the informal document(s).

MONTGOMERY COUNTY'S Local Small Business Reserve Program

CURRENT LSBRP SOLICITATIONS

FORMAL SOLICITATIONS

0508000276 (Local Small Business Reserve Program) Scope Summary Download Solicitation through RAPID	
Bus Stop Inventory and Monitoring Services	May 20 2010 3:00PM
Prebid: 101 Monroe St., Executive Office Building (EOB), Rockville, MD 20850, 5th floor conference room (Apr 29 2010 10:00AM)	Steed, Jeffrey
0367000279 (Local Small Business Reserve Program) Scope Summary Download Solicitation through RAPID	
Parts and Service for Thermo King Mobile Refrigeration Units	Jun 1 2010 11:00AM
	Torres, Javier
0362000037 (Local Small Business Reserve Program) Scope Summary Download Solicitation through RAPID	
Basic Computer Training Courses	Jun 3 2010 3:00PM
Prebid: The Executive Office Bldg, 101 Monroe St., 9th Fl Large Conference Room, Rockville, MD 20850 (May 21 2010 10:00AM)	Stone, Noah
0362000034 (Local Small Business Reserve Program) Scope Summary Download Solicitation through RAPID	
Office Relocation (Moving & Hauling) Services	Jun 4 2010 11:00AM
	Karakaya, Penny Perrus

MONTGOMERY COUNTY'S Local Small Business Reserve Program

PREVIOUS AWARDS TO LSBRP VENDORS

0366100102 - Snow Removal Services at County Facilities	
Stanley Grain & Fertilizer, LLC - Group V	Nov 17 2009
C&C Management Group, LTD - Groups VII, XI	Torres, Javier
0367000042 - Repair Facilities Management and Maintenance Consulting Services	
Carl Henry Rogillio, Jr. DBA Services by Carl	Jan 12 2010
	Steed, Jeffrey
9331000319 - Executive Development and Coaching	
SOLICITATION CANCELLED	Jan 13 2010
	Hudson, Janique
0321000109 - IT Consulting and Technical Services for Enterprise Resources Planning (ERP) Projects.	
Opus Group LLC	Feb 22 2010
EEPEX, Inc.	
Creoa Consulting LLC	
Zreyas LLC	
DigiDoc Inc. d/b/a Document Managers	
Index Group, Inc.	Steed, Jeffrey
0808000071 - Blue Can Recycling Container	
Capitol Logistics, LLC	Mar 19 2010
	Norris, Robert
0362300016 - Architectural/Engineering Services for Master Planning of the Webb Tract Site	
Bhanot Engineers, Inc.	Mar 23 2010
	Norris, Robert
0474000413 - Floodlight Tower Trailers	
SOLICITATION CANCELLED	Mar 24 2010
	McRae, Sarah
0808000076 - Recycling Bins and Container Lids for Businesses	
First Call Office Products, LLC	Apr 14 2010
	Norris, Robert



MONTGOMERY COUNTY

Central Vendor Registration System

November 24, 2009

VENDORS[LOGON](#)
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[LOGOFF](#)

Welcome to the Montgomery County Inter-Agency Central Vendor Registration System!

This website is a collaborative effort from [Montgomery County Government](#), [Montgomery College](#), [Montgomery County Public Schools](#), and [Housing Opportunities Commission](#). It is the one-stop registration system for companies who are interested in providing goods and services to all 4 county agencies' procurement offices. It allows potential vendors to create and maintain their subscriptions at no financial cost, ensuring county agencies always have up-to-date vendor information. Only the listed agents will receive your registration information. If you would like to register with other Montgomery County agencies, please register with them directly.



To ensure this system is successful, please update your company information when any changes occur.

[REGISTER NOW](#)[LOG ON](#) **Live Support**
OFFLINEPortal operated for Montgomery County by **EEPEX**

MONTGOMERY COUNTY'S Local Small Business Reserve Program

DIRECTORY OF LSBRP VENDORS

{MC LSB - **S** = Self Certified as Local Small Business on *date* / **F** = Fully Certified by MCG-DGS OBRC}:

1 to 15 of 38

Previous -- [Next](#)

MC LSB	Company Name	Contact/Address	Phone/Email	Commodities/Services
S (2007-05-11)	E-Paga Inc	William Yu 23338 Robin Song Dr Clarksburg, MD	(301) 346-9455 wyu@e-paga.com	DATABASE INTEGRATED SOFTWARE PROGRAMMING: BASIC, ASSEMBLER, COMPUTER ASSISTED S(more...)
S (2010-04-22)	EAI Security Systems Inc	David D'amato 1084 Taft St Rockville, MD	(301) 424-9588 X202 dave_damato@eaisecurity.net	CABLE ACCESSORIES: CLAMPS, CLASPS, CLIPS, CLOSURES REPAIR EQUIPMENT, ELECTRONIC: CLEANING, DESOLDERIN WIRE AND CABLE, ELECTRONIC: AUDIO, COAXIAL, HOOK-U(more...)
S (2010-02-19)	Earl Crooks DBA E M Services	Earl Crooks 8 Russell Ave Ste 203 Gaithersburg, MD	(410) 814-8008 ecrooks45@verizon.net	PAINTING, MAINTENANCE AND REPAIR SERVICES KITCHEN AND BATHROOM FIXTURE REPAIR (NOT PLUMBING) DOOR INSTALLATION, MAINTENANCE, AND REPAIR (WOOD)(more...)
S (2007-11-02) F	Earn Contractors	Rafael Navarro 26 N Summit Ave #102 Gaithersburg, MD	(301) 740-3880 info@earncontractors.com	PAINT, MASONRY CARPENTRY MAINTENANCE AND REPAIR SERVICES MASONRY, CONCRETE, AND STUCCO MAINTENANCE AND REPA(more...)
S (2006-06-12)	Eco Fabriks LLC	Stanley Job PO Box 8402 Gaithersburg, MD	(301) 916-6230 stanleyjob08@yahoo.com	BAGS, BIODEGRADABLE SOIL EROSION SHEETING MATERIAL (TO INCLUDE SILT FE SITE ASSESSMENT, ENVIRONMENTAL(more...)
S (2009-10-30)	Ecobeco LLC ecobeco	Brian Toll 5465 Randolph Rd Unit B Rockville, MD	(240) 396-2141 X 704 info@ecobeco.com	ENERGY CONSERVATION SERVICES (INCLUDING AUDITS)
S (2010-03-13)	Edifice Ilc (dba Edifice Studio) Edifice Studio	Lisa London 7131 Arlington Rd Ste 229 Bethesda, MD	(443) 829-3303 lisa@edificestudio.com	ARCHITECTURAL SERVICES, PROFESSIONAL
S (2009-04-06)	Edvotek Inc	Jeff Chirikjian PO Box 341232 Bethesda, MD	(301) 251-5990 X 301 jeffc@edvotek.com	SCIENCE INSTRUCTION EQUIPMENT (FOR CLASSROOM OR LA BIOTECHNOLOGY AND CLINICAL EQUIPMENT

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The LSBRP provides many opportunities for local businesses to connect directly with the County as prime contractors. The newly enacted LSBRP legislation established a local spending goal of 20% for County departments and agencies.

Information

Location:
255 Rockville Pike, Suite 130
Rockville, MD, 20850

Phone:
240-777-9947

Insights

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www.montgomerycountymd.gov

Source: www.montgomerycountymd.gov

In Montgomery County, we've responded aggressively to the current economic downturn to maintain the vitality of our local economy. In December 2008, I announced economic stimulus measures that included 11 action items to sustain and enhance the viability of the business community. ...

November 5 at 9:30pm · Comment · Like · Share



Local Small Business Reserve Program (LSBRP) Montgomery County Maryland

Register for the Local Small Business Program

[Montgomery County - Central Vendor Registration System](#)

Source: mcpcc.net

November 5 at 9:29pm · Comment · Like · Share



Local Small Business Reserve Program (LSBRP) Montgomery County Maryland

Solicitations for LSBRP

[Montgomery County, MD - Office of Procurement](#)

Source: www.montgomerycountymd.gov

News County Executive County Council Judiciary DepartmentsI Want To ...

November 5 at 9:29pm · Comment · Like · Share

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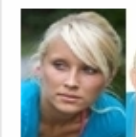
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Become a

Cartoon Yo



It's fun and ac

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MONTGOMERY COUNTY'S Local Small Business Reserve Program

INFORMATION AND NETWORKING OPPORTUNITIES



MONTGOMERY COUNTY DEPARTMENTS OF
GENERAL SERVICES & ECONOMIC DEVELOPMENT
invite you to attend their **FREE** upcoming workshop

Small Business Healthcare Legislation

*The latest information to help small businesses
operate smoothly and profitably:*

- ✓ **Small Business Healthcare Legislation**
- ✓ **Bonding Solutions**
- ✓ **Affordable Employee Health Plans**

GUEST SPEAKERS:

Andreas Dailey, President, Executive Insurance Benefits, LLC
Sandy Walters, President, Kelly Administrative Services
Karen Barbour, Founder, The Barbour Group, LLC

**Thursday, March 18, 2010
7:30–9:30 a.m.**

**at the Office of the Department of General Services
101 Monroe St. ■ 9th Floor ■ Rockville, MD 20850**

FREE, advance registration required:
<http://tinyurl.com/yzuo7tw>

If link does not work, please copy and paste the url into your browser.

For more information, please contact Dorothy Bell at 240-777-9947
or Dorothy.Bell@montgomerycountymd.gov



MONTGOMERY COUNTY DEPARTMENTS OF
GENERAL SERVICES & ECONOMIC DEVELOPMENT
invite you to attend a **FREE** upcoming forum:

Montgomery County's New Vegetative Roofing Program



The goal of the County's Capital Improvement Program is to design **state-of-the-art green and sustainable facilities**. Vegetative roofs are part of this expanded initiative.

More than four acres of **vegetative roofing** are currently planned for just one County facility and additional similar projects are in the pipeline. New County facilities will consider vegetative roofs, including Police Headquarters, the Liquor Control Warehouse, the Equipment and Maintenance Operations Center and Montgomery County Public Schools' facilities.

Vegetative roofs offer several benefits to the environment:

- improve air and water quality
- reduce HVAC cooling loads
- extend roof life
- reduce noise
- reduce heat island effect
- reduce storm water run-off

Montgomery County's **agricultural, horticultural, and commercial/ waterproofing roofing business communities** can benefit from participating in this program.

This forum will identify **potential economic opportunities** for several of Montgomery County's business communities.

These projects will require **plants, media, soil, roofing and other construction materials**. Other service requirements may include **system design and engineering, installation of media and roofing, waterproofing, maintenance, cranes and services to convey media and custom blending of media**.

Learn how you can be part of this innovative program.

**Wednesday, July 7, 2010
10 a.m. – 12 noon**

**Agricultural History Farm
18410 Muncaster Rd. ■ Derwood, MD 20855
(301) 590-2810 ■ (301) 590-9638**

FREE, advance registration required:
<http://vegetativeroofingprogram.eventbrite.com>

For more information, please contact Karina Peterson at
240-777-9947 or Karina.Peterson@montgomerycountymd.gov

MONTGOMERY COUNTY'S

Local Small Business Reserve Program

ELIGIBILITY

Ownership Eligibility

Independently owned businesses only; brokers and subsidiary businesses are not eligible.

Eligibility

A federal tax number or W-9 in the name of the business is required.

Location

The business must have an operational base in Montgomery County.

Technology Requirements

1. Valid e-mail address
2. Ability to electronically transmit required documents
3. Ability to electronically receive e-mail and documents, including solicitations

MONTGOMERY COUNTY'S
Local Small Business Reserve Program

REGISTRATION



To enroll in the LSBRP:

[**www.mcipcc.net**](http://www.mcipcc.net)

Follow the easy, step-by-step instructions, and registration will be completed in just a few minutes.

For assistance call toll free 866-963-2898

For details about the LSBRP:

[**www.montgomerycountymd.gov/lbrp**](http://www.montgomerycountymd.gov/lbrp)

Once on the website, read *Frequently Asked Questions* and browse the website for additional program information.



Questions?

www.montgomerycountymd.gov/lisbrp

Thank you for your participation.